

Systems Engineer (SE) I Job Description

Job Description

The SE I role is about gaining and broadening knowledge of vendor's products, solutions, and technologies. This will lead to technology specialization as directed by the SE Manager based upon business requirements. The SE will strive for deeper engagements with customers, taking a greater level of responsibility for responding to customer RFPs, Quotations, and RFIs.

Key Differentiators

- Participates in the development of the technical account strategy and plan. Maintains communication between account team members.
- Supports tactical opportunities (i.e. Product configurations, documentation, Lunch-n-Learns, etc.) and assists the account team with applying existing product solutions to address a specific customer need.
- Communicates the technical trends of the internetworking industry to peers and customers.
- Identifies and builds relationships with key players in the customer organization.
- 5 to 7 years experience in markets of carried product lines, 2 years field technical sales experience, working with large accounts (Service Provider or Enterprise) or territories (Commercial or Vertical), as a Systems Engineer or equivalent.
- Performs network design activities with minimal assistance.

Business Planning and Execution

- Participates in the development of the technical account strategy and plan. Maintains communication between account team members.
- Supports tactical opportunities (i.e. Product configurations, documentation, Lunch-n-Learns, etc.) and assists the account team with applying existing product solutions to address a specific customer need.
- Execute test plans, document test results and present results to customer and company.
- Perform effective time management across short-term pre-sales and customer support activities.